AUTOMOBILE DEALERS FACE SERIOUS PROBLEM IN USED CARS

QUESTION TO BE DEBATED ANDERSON ANNOUNCES

Association Will Cover the Motor Car Manufacturer Adds Proposition From Every Possible Angle.

Leaders of Industry in All Sections

ST. LOUIS, Dec. 39.—For three this car will be at the New York years the automobile industry has Automobile Show. been confronted with the steadily increasing troubles of handling in the Anderson Aluminum Six tour-lused cars." Tons of paper have been used by dealers and manufacbeen used by dealers and manufacturers and automotive trade body executives in expressing their views on the "used car problem" which has threatened several times to wreck retall automobile dealer organizations. The National Automobile Dealers' Association has made many attempts to guide the dealers toward sane and sensible merchandising methods that would steer the dealers safely past the used car

The used car and its handling for a year and finally cut to shape one of the features of the content of the features vention used car forum. Guy S. Garber, president of the Garber, Bulck Company, of Saginaw, who has had much to do with the success of the Saginaw association work will

Semplete details of the convention program will be announced soon. It has been built entirely around merchandising problems as discussed by dealers this year with the field men of the N. A. D. A., who have covered the entire country to learn the needs of the dealers.

Because of the wide interest in the subject to be featured in the convention program and also because of the reduced fare that has again been provided for N. A. D. A. members, it is anticipated that the 1923 convention attendance will surpass any previous one. Certificates for the reduced fare are obtained by members only, from the St. Louis headquarters of the N. A. D. A.

Radio and Weather.

Growing dependence of farmers on radio reports of weather forceasts is

PREDICTS HEAVY AUTO BUSINESS IN 1923

On the threshold of 1923 the automobile industry as a whole looks back at 1922 as a year of pleasant surprises. When business surpasses expectations, there can be no just complaint, says E. T. Strong, general saics manager of the Buick Motor Company. He predicts continued big business in 1923.

As for Buick, the last half of the year witnessed the breaking of all records for production and shipping for a like period of time, asserts Mr. Strong. And in this instance it happens that, while pleasant to take, it was not a surprise.

When Buick brought out its new line of 1923 models, in August, it was prepared for just such a demand as has been experienced. It had purchased the materials and lined up its working and sales forces for the identical program that has been carried out.

AT ANNUAL CONVENTION FIVE-PASSENGER SEDAN

Closed Model to Alumi-

num Line.

The Anderson Motor Company MANY PROMINENT SPEAKERS manufacturers of the Anderson Aluminum Six, announce the addiof Country Will Address Session tion to their line of a new four-door Set Apart to Discuss Situation.

Meet in Chicago. \$1,555. The first public showing of

dealers safely past the used car pered leaves. The tires are thirty-

dising methods that would steer the dealers safely past the used car rocks.

In the 1923 convention in Chicago, January 27-20, the National Automobile Dealers' Association has provided for a thorough study of used car merchandising. The "used car forum" will occupy the greater part of the merning of January 30.

Take Up All Angles.

The subject of the used car will be covered under such heads as methods of regulation that have been successful, statistics of the losses suffered by the automobile dealers through their individual inability or laxity in proper handling of the used car as an element of merchandising; and methods of merchandising and methods of merchandising in the heads of the case of the successful and that can be applied by any automobile dealer.

Automobile dealer associations throughout the United States have been struggling for years with the problem of co-operative effort as a solution and a cure for the used car troubles of the dealers. The tires are thirty, two-by-four cord, and the weight fully equipped is 2,650 pounds. The wheel-base is 115 inches, but the donstruction of the cowl and hood brings the body forward giving the equivalent of a 11s-inch wheel-base is 115 inches, but the wheel-b

DOWN THE ROAD The Derelict Taxi's Dream on New Year's Eve (Copyright, 1922, by Metropolitan News-—By Beck



white silk and flowers; Miss Janie Fork; William B. Pizzini, William L. Steel, white silk; Mrs. Charles Steel, Royall, Coleman Rateliffe, A. T. Rag-

II. Scott, Alabama; Miss Boxic Scott, white silk and flowers; Miss Janie Steel, white silk; Mrs. Charles Steel, black silk; Mrs. W. G. Stokes, Illac silk and diamonds; Miss Noll, Coleman Ratellife, A. T. Eagland, A. H. Bedford, George M. Reed, Silk and diamonds; Miss Noll, Coleman Ratellife, A. T. Eagland, A. H. Bedford, George M. Reed, Chine, Mrs. Gray Skipmin, Mrs. H. Stevenson, of Baltimore, pink crope de chine; Mrs. Gray Skipmin, white brocaded satin, pearl passes, and the different of the coleman Research of the coleman Res

cash appropriation of \$29,300,000 for 1924 and obligates the government to provide an additional \$35,700,000 which may be placed under contract before the end of the fiscal year 1924, and which may be paid out of the Treasury in the three years following. Thus \$50,000,000 is provided for the current fiscal year and \$65,000,000 for the fiscal year 1924.

These sums have been recommended by the budget commissioner and consequently have the approval of the President and the administration.

In November, 1922, Congress au-

Some of the features of the control of the section used as form (fly) grader, precident of the displayed and the access of the section of the

BATTERIES RECHARGED 75 CENTS

WHY PAY MORE?



Batteries

Made of the Best and Sold for the Least. Save 50 per cent by

Buying Direct from Factory. 1019 West Broad Street.

Kelly Guaranteed Battery Co.

GREETINGS NEW YEAR

AND

Make Next Year 1923 a HASSLER Year



CRACKED

We have the only method in this vicinity for repairing cracked water jackets without heating or warping the cylinders."

We do not remove the cylinders from the motor.

This work is done by an electric welding machine, and is absolutely guaranteed.

Stebbing & Pauli Corp.

2104 West Broad.

Hupmobile Prices

Touring Car - - - - - - \$1115 Roadster - - - - - - \$1115 Special Touring Car - - - \$1215 Special Roadster - - - - \$1215 New 2-Passenger Coupe - - \$1385 4-Passenger Coupe - - - - \$1535 Sedan - - - - - - - \$1675

Effective January 1st.

These Prices F. O. B. Detroit—Revenue Tax Extra.

Anderton Automobile Co., Inc.

1837 West Broad Street.

Boulevard 638.

previous one. Certificates for the reduced fare are obtained by members only, from the St. Louis head-quarters of the N. A. D. A. KAISER RETURNS AS CHEVROLET MANAGER It became known yesterday that Edward E. Kalser, who has for some time been connected with the retail stores of the Chevrolet Motor Company, Baltimore, Md., is to succeed J. M. McHale, the present manager of the Chevrolet Motor Company offices, this city. Mr. McHale leaves shortly to join the wholesale force of the Same company in Baltimore, where it is expected a larger field for service will be open to him. Mr. McHale, while representing his compunay in this city, has made many friends, all of whom wish him continued success in his new field of endeavor. Incidentally, Mr. Kalser married Miss Laura Rhodes, of this city, where they made their home before his transfer to the Baltimore of their return home. Mr. Kalser will take up his new duties immediately. PREDICTS HEAVY AUTO A Big Six Sedan at a Light Six Price

For the first time in the history of the motor car, here is a Big Six Sedan at a Light Six price-\$1465 f. o. b. factory. From any angle you care to judge it you will find the Jewett is built without a single compromise in quality. It is offered to you as the huskiest, most powerful five-passenger model on the market today.

PRENTISS MOTOR CO.

310 West Broad Street.

Randolph 409.